

## Message Text

UNCLASSIFIED

PAGE 01 BONN 13248 200310Z  
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W  
-----107188 201911Z /21

R 191847Z JUL 78  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0431  
AMCONSUL FRANKFURT  
AMCONSUL HAMBURG  
AMCONSUL STUTTGART

UNCLAS BONN 13248

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS FOLLOW-UP - MILLIKEN CARPETS, LAGRANGE,  
GEORGIA

REF: COM/EID/ECLS MEMO OF JUNE 9, 1978;

### AMCONSUL FRANKFURT REPORTS:

1. G. MUELLER GMBH  
LANDGRAFENSTR. 10 - 14, D-6000 FRANKFURT/MAIN  
THE PURCHASING MANAGER, MR. WENZEL, WHO HAD INITIALLY  
EXPRESSED TENTATIVE INTEREST IN SUBJECT PROPOSAL PENDING  
PRICE INFORMATION, IS NOT WITH THE COMPANY ANYMORE.  
HIS SUCCESSOR IS NOT INTERESTED IN ANY IMPORTS FROM THE  
USA AS PRICES ARE NOT COMPETITIVE. AVERAGE QUALITIES OF  
WALL-TO-WALL CARPETING FROM GERMAN AND COMMON MARKET  
SOURCES RANGE BETWEEN DM 10,00 - 13,00 PER SQM. FREE  
WAREHOUSE, HIGH QUALITY CARPETING (PURE WOOL) BETWEEN  
DM 13,00 - 20,00 PER SQM. THIS OBSERVATION WAS CON-  
FIRMED BY ANOTHER LARGE DISTRIBUTOR IN OUR CONSULAR  
DISTRICT.

2. MANFRED HUBER IMPORT/EXPORT VERTRIEBSGESELLSCHAFT  
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D-6588 BIRKENFELD/NAHE  
THIS COMPANY WAS NOT SUGGESTED AS POTENTIALLY INTERESTED  
IN ADS PROPOSAL BY FRANKFURT POST. MILLIKEN MADE ITS  
OFFER PROBABLY ON ACCOUNT OF A T.O. SUBMITTED BY AMCON  
DUESSELDORF ON THE BASIS OF A CONTACT ESTABLISHED AT THE  
DO-IT-YOURSELF FAIR IN ESSEN, SEPT. 1977. CHECKING WITH  
THE COMPANY (THE MANAGER HERR FEISTL IS OUT OF TOWN FOR

A COUPLE OF DAYS) IT APPEARS THAT THE COMPANY IS LOOKING FOR ALL KINDS OF FAVORABLY PRICED "NOVELTIES" WHICH MIGHT SELL IN DO-IT-YOURSELF MARKETS. THIS PROBABLY EXPLAINS WHY HUBER DID NOT RESPOND TO MILLIKEN'S LETTERS AS THE PRICE RANGE OF OFFERED CARPETING IS FAR BEYOND THE REACH OF THE HUBER CLIENTELE.

3. FRANKFURT POST HAS NOT BEEN ABLE TO IDENTIFY ANY OTHER COMPANY INTERESTED IN DIRECT IMPORTING OF CARPETING.

AMCONSUL HAMBURG REPORTS:

WE HAVE CONTACTED THE HAMBURG FIRM STUDIO FUER TEPPICHBODEN UND GARDINEN AND TALKED TO MRS. KUSCHE. DUE TO HER HUSBAND'S LONG HOSPITALIZATION SINCE LAST SEPTEMBER, MUCH OF CORRESPONDENCE WAS NOT ANSWERED. MRS. KUSCHE PROMISED TO WRITE TO MILLEKEN CARPETS.

WE FOUND A NEW PROSPECT

DIETER HILDEBRANDT

HOCHALLEE 43

D-2000 HAMBURG 13

CONTACT: MR. HILDEBRANDT

PHONE: 040 - 44 85 34

COMMENT: MR. HILDEBRANDT ASKS FOR SAMPLES AND PRICE QUOTATIONS.

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AMCONSUL STUTTGART REPORTS:

FOLLOWING COMPANY IS INTERESTED GETTING IN CONTACT WITH MILLIKEN CARPETS:

FACO TEPPICH-SCHREIBER-HANDELSGES.MBH & CO.

EBERHARD-FINCKH-STR. 10

D-7900 ULM

CONTACT: MR. SCHREIBER, THE MANAGER

PHONE: 0731-26095

COMMENT: ESTABLISHED IN 1959 THE COMPANY PRESENTLY EMPLOYS 15 PERSONS. LISTS ANNUAL SALES OF DM THREE MILLION. ENGAGED IN THE DISTRIBUTION AND RETAIL BUSINESS OF FLOOR COVERINGS. FAVORABLY KNOWN TO CONSULATE GENERAL.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 19 jul 1978  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Disposition History:** n/a  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014